

Appendix B

Historically Underutilized Business (HUB) Subcontracting Plan



HUB SUBCONTRACTING PLAN (HSP)

In accordance with Texas Gov't Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, all respondents, including State of Texas certified Historically Underutilized Businesses (HUBs) must complete and submit this State of Texas HUB Subcontracting Plan (HSP) with their response to the bid requisition (solicitation).

NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Texas Gov't Code §2161.252(b).

The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the 2009 State of Texas Disparity Study. The statewide HUB goals defined in 34 Texas Administrative Code (TAC) §20.13 are:

- **11.2 percent for heavy construction other than building contracts,**
- **21.1 percent for all building construction, including general contractors and operative builders contracts,**
- **32.7 percent for all special trade construction contracts,**
- **23.6 percent for professional services contracts,**
- **24.6 percent for all other services contracts, and**
- **21 percent for commodities contracts.**

- - Agency Special Instructions/Additional Requirements - -

In accordance with 34 TAC §20.14(d)(1)(D)(iii), a respondent (prime contractor) may demonstrate good faith effort to utilize Texas certified HUBs for its subcontracting opportunities if the total value of the respondent's subcontracts with Texas certified HUBs meets or exceeds the statewide HUB goal or the agency specific HUB goal, whichever is higher. When a respondent uses this method to demonstrate good faith effort, the respondent must identify the HUBs with which it will subcontract. If using existing contracts with Texas certified HUBs to satisfy this requirement, only contracts that have been in place for five years or less shall qualify for meeting the HUB goal. This limitation is designed to encourage vendor rotation as recommended by the 2009 Texas Disparity Study.

DIR's HUB Goal for this bidding opportunity is 24.6 %

SECTION 1 RESPONDENT AND REQUISITION INFORMATION

a.	Respondent (Company) Name:	<u>Lucidity Consulting Group LP</u>	State of Texas VID #:	<u>17529376653</u>
	Point of Contact:	<u>Constance Thomason</u>	Phone #:	<u>303.919.6582</u>
	E-mail Address:	<u>cthomason@luciditycg.com</u>	Fax #:	<u>(972) 608.4901</u>
b.	Is your company a State of Texas certified HUB? <input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No			
c.	Requisition #:	<u>DIR-SDD-TMP-204</u>	Bid Open Date:	<u>04/15/2013</u>

SECTION 2 SUBCONTRACTING INTENTIONS

After dividing the contract work into reasonable lots or portions to the extent consistent with prudent industry practices, and taking into consideration the scope of work to be performed under the proposed contract, including all potential subcontracting opportunities, the respondent must determine what portions of work, including goods and services, will be subcontracted. Note: In accordance with 34 TAC §20.11., an "Subcontractor" means a person who contracts with a prime contractor to work, to supply commodities, or to contribute toward completing work for a governmental entity.

a. Check the appropriate box (Yes or No) that identifies your subcontracting intentions:

☒ - **Yes**, I will be subcontracting portions of the contract. (If **Yes**, complete Item b, of this SECTION and continue to Item c of this SECTION.)

☐ - **No**, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources. (If **No**, continue to SECTION 3 and SECTION 4.)

b. List all the portions of work (subcontracting opportunities) you will subcontract. Also, based on the total value of the contract, identify the percentages of the contract you expect to award to Texas certified HUBs, and the percentage of the contract you expect to award to vendors that are not a Texas certified HUB (i.e., Non-HUB).

Item #	Subcontracting Opportunity Description	HUBs		Non-HUBs
		Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract*</u> in place for five (5) years or less.	Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract*</u> in place for more than five (5) years.	Percentage of the contract expected to be subcontracted to non-HUBs .
1	IT Staff Augmentation roles in support of DIR contracts, anticipated to include ERP implementation skills, application support and maintenance for Oracle and Infor products, IT infrastructure and hosting services	15%	%	15%
2		%	%	%
3		%	%	%
4		%	%	%
5		%	%	%
6		%	%	%
7		%	%	%
8		%	%	%
9		%	%	%
10		%	%	%
11		%	%	%
12		%	%	%
13		%	%	%
14		%	%	%
15		%	%	%
	Aggregate percentages of the contract expected to be subcontracted:	15%	%	15%

(Note: If you have more than fifteen subcontracting opportunities, a continuation sheet is available online at <http://window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>)

c. Check the appropriate box (Yes or No) that indicates whether you will be using only Texas certified HUBs to perform all of the subcontracting opportunities you listed in SECTION 2, Item b.

☐ - **Yes** (If **Yes**, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)

☒ - **No** (If **No**, continue to Item d, of this SECTION.)

d. Check the appropriate box (Yes or No) that indicates whether the **aggregate expected percentage** of the contract you will subcontract with Texas certified HUBs with which you have a continuous contract* in place with for five (5) years or less **meets or exceeds** the HUB goal the contracting agency identified on page 1 in the "Agency Special Instructions/Additional Requirements".

☐ - **Yes** (If **Yes**, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)

☒ - **No** (If **No**, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method B (Attachment B)" for each of the subcontracting opportunities you listed.)

***Continuous Contract:** Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.

SECTION 3 SELF PERFORMING JUSTIFICATION (If you responded "No" to SECTION 2, Item a, you must complete this SECTION and continue to SECTION 4.)

Check the appropriate box (Yes or No) that indicates whether your response/proposal contains an explanation demonstrating how your company will fulfill the entire contract with its own resources.

- ☐ - **Yes** (If **Yes**, in the space provided below **list the specific page(s)/section(s)** of your proposal which explains how your company will perform the entire contract with its own equipment, supplies, materials and/or employees.)
- ☐ - **No** (If **No**, in the space provided below **explain how** your company will perform the entire contract with its own equipment, supplies, materials and/or employees.)

SECTION 4 AFFIRMATION

As evidenced by my signature below, I affirm that I am an authorized representative of the respondent listed in SECTION 1, and that the information and supporting documentation submitted with the HSP is true and correct. Respondent understands and agrees that, if awarded any portion of the requisition:

- The respondent will provide notice as soon as practical to **all** the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor for the awarded contract. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.
- The respondent must submit monthly compliance reports (Prime Contractor Progress Assessment Report – PAR) to the contracting agency, verifying its compliance with the HSP, including the use of and expenditures made to its subcontractors (HUBs and Non-HUBs). (The PAR is available at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/progressassessmentrpt.xls>).
- The respondent must seek approval from the contracting agency prior to making any modifications to its HSP, including the hiring of additional or different subcontractors and the termination of a subcontractor the respondent identified in its HSP. If the HSP is modified without the contracting agency's prior approval, respondent may be subject to any and all enforcement remedies available under the contract or otherwise available by law, up to and including debarment from all state contracting.
- The respondent must, upon request, allow the contracting agency to perform on-site reviews of the company's headquarters and/or work-site where services are being performed and must provide documentation regarding staffing and other resources.

Signature on file

Gabe Nill

CFO

04/15/2013

Signature
(04/10/2013)

Printed Name

Title

Date

- REMINDER:** ➤ If you responded "**Yes**" to **SECTION 2, Items c or d**, you must complete an "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b.
- If you responded "**No**" **SECTION 2, Items c and d**, you must complete an "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b.

HSP Good Faith Effort - Method B (Attachment B)

Enter your company's name here: Lucidity Consulting Group LP

Requisition #: DIR-SDD-TMP-204

IMPORTANT: If you responded "**No**" to **SECTION 2, Items c and d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/HUBSubcontractingPlanAttachment-B.doc>

SECTION B-1 SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing this attachment.

Item #: 1 Description: IT Staff Augmentation roles in support of DIR contracts, anticipated to include ERP implementation skills, application support and maintenance for Oracle and Infor products, IT infrastructure and hosting services

SECTION B-2 MENTOR PROTÉGÉ PROGRAM

If respondent is participating as a Mentor in a State of Texas Mentor Protégé Program, submitting its Protégé (Protégé must be a State of Texas certified HUB) as a subcontractor to perform the subcontracting opportunity listed in SECTION B-1, constitutes a good faith effort to subcontract with a Texas certified HUB towards that specific portion of work.

Check the appropriate box (Yes or No) that indicates whether you will be subcontracting the portion of work you listed in SECTION B-1 to your Protégé.

☐ - Yes (If Yes, to continue to SECTION B-4.)

☒ - No / Not Applicable (If No or Not Applicable, continue to SECTION B-3 and SECTION B-4.)

SECTION B-3 NOTIFICATION OF SUBCONTRACTING OPPORTUNITY

When completing this section you **MUST** comply with items **a, b, c and d**, thereby demonstrating your Good Faith Effort of having notified Texas certified HUBs and minority or women trade organizations or development centers about the subcontracting opportunity you listed in SECTION B-1. Your notice should include the scope of work, information regarding the location to review plans and specifications, bonding and insurance requirements, required qualifications, and identify a contact person. When sending notice of your subcontracting opportunity, you are encouraged to use the attached HUB Subcontracting Opportunity Notice form, which is also available online at <http://www.window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>

Retain supporting documentation (i.e., certified letter, fax, e-mail) demonstrating evidence of your good faith effort to notify the Texas certified HUBs and minority or women trade organizations or development centers. Also, be mindful that a working day is considered a normal business day of a state agency, not including weekends, federal or state holidays, or days the agency is declared closed by its executive officer. The initial day the subcontracting opportunity notice is sent/provided to the HUBs and to the minority or women trade organizations or development centers is considered to be "day zero" and does not count as one of the seven (7) working days.

- a. Provide written notification of the subcontracting opportunity you listed in SECTION B-1, to three (3) or more Texas certified HUBs. Unless the contracting agency specified a different time period, you must allow the HUBs at least seven (7) working days to respond to the notice prior to your submitting your bid response to the contracting agency. When searching for Texas certified HUBs, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) and Historically Underutilized Business (HUB) Search directory located at <http://www.window.state.tx.us/procurement/cmb/cmbhub.html>. HUB Status code "A" signifies that the company is a Texas certified HUB.
- b. List the three (3) Texas certified HUBs you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the company's Vendor ID (VID) number, the date you sent notice to that company, and indicate whether it was responsive or non-responsive to your subcontracting opportunity notice.

Company Name	VID #	Date Notice Sent (mm/dd/yyyy)	Did the HUB Respond?
Sentigy, Inc	1760665437800	04/02/2013	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
CloudPoint Solutions	1273338028600	04/02/2013	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
ANR Consulting Group, Inc	1263611652200	04/02/2013	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to two (2) or more minority or women trade organizations or development centers in Texas to assist in identifying potential HUBs by disseminating the subcontracting opportunity to their members/participants. Unless the contracting agency specified a different time period, you must provide your subcontracting opportunity notice to minority or women trade organizations or development centers at least seven (7) working days prior to submitting your bid response to the contracting agency. A list of trade organizations and development centers that have expressed an interest in receiving notices of subcontracting opportunities is available on the Statewide HUB Program's webpage at <http://www.window.state.tx.us/procurement/prog/hub/mwb-links-1/>
- d. List two (2) minority or women trade organizations or development centers you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the date when you sent notice to it and indicate if it accepted or rejected your notice.

Minority/Women Trade Organizations or Development Centers	Date Notice Sent (mm/dd/yyyy)	Was the Notice Accepted?
Golden Triangle Minority Business Council	04/03/2013	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No
Regional Hispanic Contractors Association (RHCA)	04/03/2013	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No

HSP Good Faith Effort - Method B (Attachment B) Cont.

Enter your company's name here: Lucidity Consulting Group LP

Requisition #: DIR-SDD-TMP-204

SECTION B-4 SUBCONTRACTOR SELECTION

- a. Enter the item number and description of the subcontracting opportunity for which you are completing this Attachment B continuation page.

Item #: 1 Description: IT Staff Augmentation roles in support of DIR contracts, anticipated to include ERP implementation skills, application support and maintenance for Oracle and Infor products and general IT services, IT infrastructure and hosting services

- b. List the subcontractor(s) you selected to perform the subcontracting opportunity you listed in SECTION B-1. Also identify whether they are a Texas certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB.

Company Name	Texas certified HUB	VID # (Required if Texas certified HUB)	Approximate Dollar Amount	Expected Percentage of Contract
Sentigy, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1760665437800	\$50,000	5%
CloudPoint Solutions	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1273338028600	\$50,000	5%
ANR Consulting Group, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1263611652200	\$50,000	5%
Utility Consulting Services, LLC	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No		\$100,000	10%
Franwill & Company LLC	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No		\$50,000	5%
	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No			
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%

- c. If any of the subcontractors you have selected to perform the subcontracting opportunity you listed in SECTION B-1 is **not** a Texas certified HUB, provide written justification for your selection process (attach additional page if necessary):

Based on the historic work that Lucidity has performed for Austin Energy and Austin Water Utility, unique skills were required that were not available through HUB vendors at the time. Even though Lucidity was not part of DIR at the time those contracts were signed, we initiated a search with the Texas HUB vendors for the required skillsets in an effort to conform to DIR guidelines. We sent the opportunity notification to all HUBS in the CMBL for the appropriate commodity code, but received no responses at the time with qualified candidates.

The three non-HUB vendors listed above possess the required skills for the types of work performed for Austin Energy and Austin Water and other typical clients of Lucidity's. If selected for DIR, in the event that subcontractors are required to fill a resource requirement, Lucidity will first search for qualified candidates through Texas HUB vendors. Only in the event that the HUB vendors are not able to provide qualified candidates, Lucidity would use the non-HUB companies identified above.

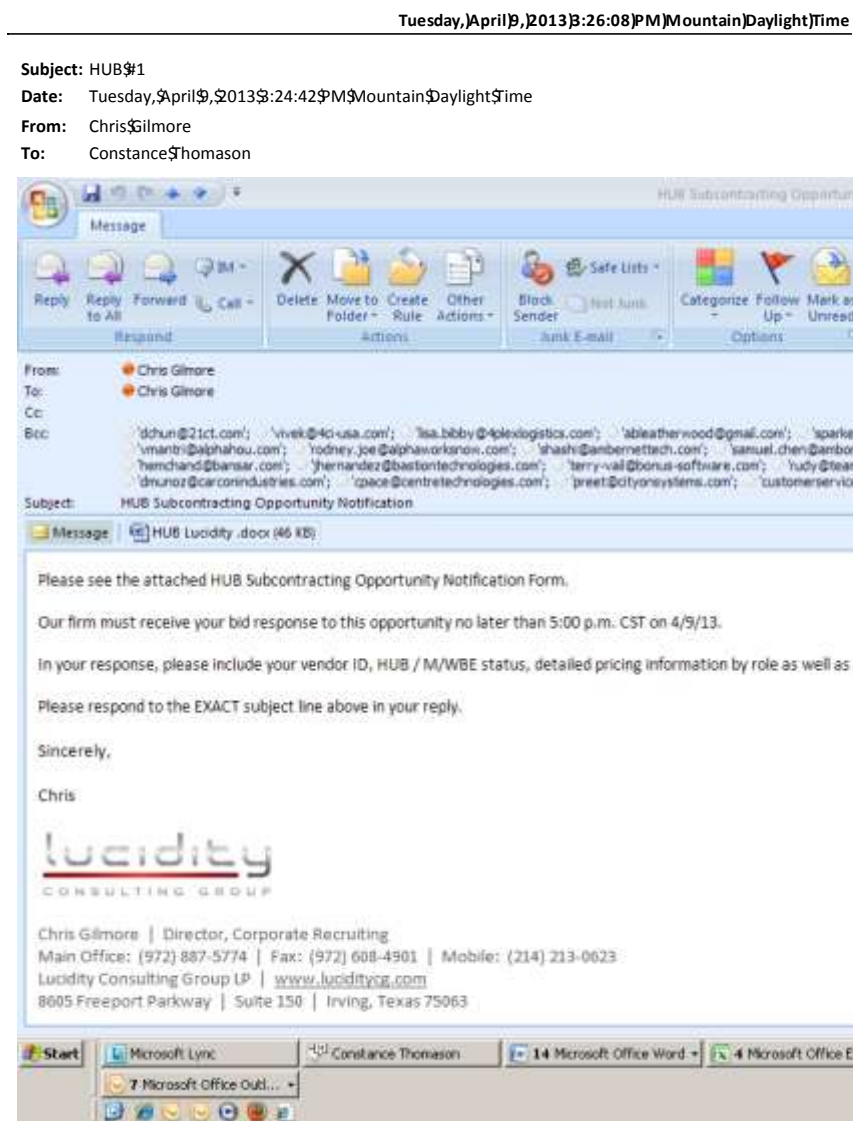
REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to **all** the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity it (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

Following is a copy of the HUB Opportunity Notification Communication that Lucidity sent to the current list of HUBS in the CMBL database.

Of the over 100 companies that were contacted, 7 responded. From the 7 responses, the following 3 were selected, as listed in the HSP Plan above:

- Sentigy, Inc
- CloudPoint Solutions
- ANR Consulting Group, Inc

HUB Opportunity Notification Email:



\$
Thanks,

Following was the content of the Opportunity Notification Form:

HUB Subcontracting Opportunity Notification Form

In accordance with Texas Gov't Code, Chapter 2161, each state agency that considers entering into a contract with an expected value of \$100,000 or more shall, before the agency solicits bids, proposals, offers, or other applicable expressions of interest, determine whether subcontracting opportunities are probable under the contract. The state agency I have identified below in **Section B** has determined that subcontracting opportunities are probable under the requisition to which my company will be responding.

34 Texas Administrative Code, §20.14 requires all respondents (prime contractors) bidding on the contract to provide notice of each of their subcontracting opportunities to at least three (3) Texas certified HUBs (who work within the respective industry applicable to the subcontracting opportunity), and allow the HUBs at least seven (7) working days to respond to the notice prior to the respondent submitting its bid response to the contracting agency. In addition, the respondent must provide notice of each of its subcontracting opportunities to minority/women trade organizations or development centers at least seven (7) working days prior to submitting its bid response to the contracting agency.

We respectfully request that vendors interested in bidding on the subcontracting opportunity identified in **Section C** reply no later than the date and time identified in **Section C, Item 1**. Submit your response to the point-of-contact referenced in **Section A**.

Section A	PRIME CONTRACTOR'S INFORMATION		
Company Name:	Lucidity Consulting Group LP	State of Texas VID #:	17529376653
Point-of-Contact:	Chris Gilmore	Phone #:	(866) 414.2901
E-mail Address:	cgilmore@luciditycg.com	Fax #:	(972) 608.4901
Section B	CONTRACTING STATE AGENCY AND REQUISITION INFORMATION		
Agency Name:	Department of Information Resources		
Point-of-Contact:	Carrie Cooper	Phone #:	(512) 936-2353
Requisition #:	DIR-SDD-TMP-204	Bid Open Date:	04/15/2013
Section C	SUBCONTRACTING OPPORTUNITY RESPONSE DUE DATE, DESCRIPTION, REQUIREMENTS AND RELATED INFORMATION		
1. Potential Subcontractor's Bid Response Due Date:	Our firm must receive your bid response to this subcontracting opportunity no later than 5:00 P.M., Central Daylight Standard Time on: <u>4/9/13</u> (Date) (Note: In accordance with 34 TAC §20.14, each notice of subcontracting opportunity shall be provided to <u>at least three (3)</u> Texas certified HUBs, and allow the HUBs <u>at least seven (7) working days</u> to respond to the notice prior to submitting our bid response to the contracting agency. In addition, we must provide the same notice to minority/women trade organizations or development centers <u>at least seven (7) working days</u> prior to submitting our bid response to the contracting agency.)		
2. Scope of Work:	Staff Augmentation Services for Texas DIR Clients. Roles include: Programmer/ Developer Analyst, Programmer/Developer, Software Test Analyst, Business Analyst, System Analyst, Database Architect, Data Warehouse Architect, Database Administrator, Enterprise Architect, Project Manager, Help Desk, Technical Support.		
3. Required Qualifications:	Requirements include the above roles, specializing in ERP implementations and application support and maintenance for Oracle and Infor products, IT infrastructure and hosting services		

<input type="checkbox"/> - Not Applicable	
4. Bonding/Insurance Requirements: <input type="checkbox"/> - Not Applicable	Insurance consistent with Texas DIR RFO requirements
5. Location to review plans/specifications: <input type="checkbox"/> - Not Applicable	8605 Freeport Pkwy, Suite 150 Irving, TX 75063

Following are copies of the responses to the HUB Opportunity Notification Forms that Lucidity received from the three HUB Vendors listed in our HSP Plan:

- Response from Sentigy, Inc**

Tuesday, April 9, 2013 3:06:13 PM Mountain Daylight Time

Subject: HUB Subcontracting Opportunity Notification
Date: Tuesday, April 9, 2013 12:38:07 PM Mountain Daylight Time
From: Cindy L. Boyd
To: Chris Gilmore
CC: Kimber A. Baumann

\$
\$

Chris,
Thanks so much for the opportunity to possibly work with you and your team on HUB subcontracting opportunities. Attached is our detailed pricing information as well as our HUB certification. I've also provided our capabilities information for you to review below. Please let me know if you need any further information. I look forward to hearing back from you soon,
Cindy



Sentigy was founded in 2001 to create a values-driven, vendor neutral firm that could bring standardized systems and measurements tools to consulting. Sentigy was founded on the basics of "good business" - a great place to work and also a great company with which to do business.

Sentigy capabilities include services that are comparable to "Big 4" consulting firms but with a more flexible and cost-effective business structure

Sentigy utilizes industry best practices and the [Sentigy PathwaysSM](#) framework and methodology to consistently deliver high value solutions that solve business problems in a fast, efficient and cost-effective manner. We achieve this by providing metrics, methodology and experienced professionals.

Sentigy recognizes that technology is important to our clients and we can help optimize business operations by providing the following professional services:

- CIO Advisory Services
- IT Governance & Process Optimization
- Project Management and Project Implementation Specialists
- Program Management
- Security Testing and (CISA) Certified Information Systems Auditors
- SCADA Testing (Supervisory Controls and Data Acquisition)

PROGRAM MANAGEMENT SERVICES

Project Analysis and Change Management Specialists

ITIL/ITSM Consultants (Information Technology Infrastructure Library/Information Technology Service Management)

BUSINESS ANALYSIS

- Change Management
- Process Reengineering
- Business Case Development
- Risk Analysis



Since the inception of Sentigy, the company has been recognized and awarded in a number of areas including supplier and innovation, a great company with which to do business, a great company to work for, and community involvement. Sentigy has recently been recognized by our Clients and our Industry, including:

- Top Women Owned Businesses in America Award
- WBEA Supplier of the Year
- Ernst & Young Entrepreneur of the Year Finalist Award – Two Years

- **Response from Sentigy, Inc Continued...**

- Houston's Fast Tech 50 Award
- Houston's Best Places to Work Award – Two Years
- Certified Woman-Owned Business Certification
- City of Houston Certified WBE
- State of Texas HUB Certified

Sentigy's Client list includes some of the leading companies globally.



Sentigy's experienced professionals encompass the following certifications:

- Certified Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Certified Information Systems Auditor (CISA)
- Cisco Certified Internetworking Engineer (CCIE)
- Certified Cisco Network Associate (CCNA)
- Cisco Certified Design Associate (CCDA)
- Registered Communications Distribution Designer (RCDD)
- Certified HIPAA Administrator (CHA)
- Business Continuity Professional (BCP)
- Checkpoint Certified Security Engineer (CCSE)
- Checkpoint Certified Security Administrator (CCSA)
- Project Management Professional (PMP)
- Masters Certificate in Project Management (MSc)
- Microsoft Certified Systems Engineer (MCSE)



Sentigy is proud of its memberships and affiliations:

- Federal Bureau of Investigation-InfraGard
- Information Security Systems Association (ISSA)-South Texas Chapter
- Computer Security Institute
- International Security Professional-ISC2
- Project Management Institute (PMI)
- Affiliation with Houston Bar Association
- Women's Business Enterprise Alliance (WBEA)
- Association for Women in Computing (AWC)
- Rice Alliance for Technology
- Technology Executives of Houston (TECH)
- State of Texas HUB Certified



Response from Sentigy, Inc Continued...

- Houston Technology Center
- Entrepreneur's Organization
- Society for Maintenance and Reliability Professionals



*****CONFIDENTIALITY NOTICE*****

This e-mail is the property of Sentigy, Inc. and/or its relevant affiliates and may contain confidential and privileged material for the sole use of the intended recipients). Any review, use, distribution or disclosure by others is strictly prohibited. If you are not the intended recipient (or authorized to receive for the recipient), please contact the sender or reply to Sentigy at info@sentigy.com and delete all copies of the message. Thank you.

\$

- Response from CloudPoint Solutions

Tuesday, April 9, 2013 3:07:10 PM Mountain Daylight Time

Subject: RE: HUB Subcontracting Opportunity Notification
Date: Tuesday, April 9, 2013 3:27:56 AM Mountain Daylight Time
From: Karthik Angamuthu
To: Chris Gilmore
Priority: High

Dear Chris,
It was nice speaking with you over the phone last week and thank you for the invitation as well. We are interested in working with your company. I found the details you requested below. Please let me know if you need any other information. Thank you and looking forward to working with you.

Point of contact details:

Karthik Angamuthu, 127221.0780, Karthik@TheCloudPoint.com

Texas HUB identification number:

1273338028600

Rate Card

We can provide the resources as per the attached list along with respective rates.

Sincerely,

Karthik Angamuthu
CloudPoint Solutions
Ph# 127221.0780
Fax# 127215.5012

Email: Karthik@TheCloudPoint.com

www.TheCloudPoint.com

Storage for Sharepoint Cloud Archiving and Storage Optimization Solutions
Software Services Consulting Staff Augmentation Outsourcing
Cloud Services Educate Evaluate Execute

From: Chris Gilmore [mailto:cgilmore@luciditycg.com]

Sent: Tuesday, April 02, 2013 6:42 PM

To: Chris Gilmore

Subject: HUB Subcontracting Opportunity Notification

Please see the attached HUB Subcontracting Opportunity Notification Form.

Our firm must receive your bid response to this opportunity no later than 5:00 p.m. CST on 4/9/13.

In your response, please include your vendor ID, HUB WBE status, detailed pricing information by role as well as any additional information that will help Lucidity evaluate your firm's qualifications.

Please respond to the EXACT subject line above in your reply.

Sincerely,

Chris

- **Response from ANR Consulting Group, Inc**

Tuesday, April 9, 2013 5:31:19 PM Mountain Daylight Time

Subject: RE: HUB Subcontracting Opportunity Notification
Date: Wednesday, April 3, 2013 7:32:29 AM Mountain Daylight Time
From: Anita Gupta
To: Chris Gilmore
CC: dinesh.gupta@anrcg.com

Chris,

Thank you for your email regarding HUB Vendor invitation to partner with your company on DIR's Information Technology Staff Augmentation Contract (ITSAC) contract. We would be very glad to partner with you.

A little bit about ANR Consulting Group, Inc. (ANR):

ANR is a minority-owned and a Texas HUB certified technology company specializing in providing IT Consulting and IT staffing for private companies and government agencies. At ANR, we have years of experience at identifying the right candidates matching the technical as well as soft skill set that the client's job requirement demands. We follow a well-defined process and perform due diligence to find the right resource. We strongly believe in developing close relationships with our clients and our consultants enabling us to find the right fit for both parties. We offer the following type of IT Staffing services:

- Contract/Consulting
- Contract-to-Hire
- Direct Hire

We can provide resources under all titles in the following categories:

- Applications, Data Management, Enterprise Architect , Project Management, Telecom/Networking

The Point of contact is:

Name – Dinesh Gupta
Title - President
Email – Dinesh.Gupta@anrcg.com
Phone – 214-233-6267 (Office)/469-450-2504 (cell)

ANR's Texas HUB identification number – **1263611652200**. Expires July 22, 2015. (see attached HUB Certificate)

Please let me know if you need additional information at this time to complete the RFO. Looking forward to talking to you soon and working with you.

Have a great day!

Thanks
Anita

Anita Gupta | ANR Consulting Group, Inc.
Chief Operating Officer
Phone: 469-396-5946
Fax: 267-219-2211
Anita.Gupta@anrcg.com

Following are copies of the selection notices that Lucidity sent to the three HUBS listed on our HSP Plan:

- **Selection notice to Sentigy**

Wednesday, April 10, 2013 2:54:53 PM Mountain Daylight Time

Subject: Re: HUB Subcontracting Opportunity Notification
Date: Wednesday, April 10, 2013 2:51:35 PM Mountain Daylight Time
From: Constance Thomason
To: Cindy L. Boyd, Kimber A. Baumann
CC: Chris Gilmore

Hello Cindy, Kimber

Thank you for your response to our HUB Opportunity Notification.

We have selected Sentigy for inclusion in our HSP Plan for our Texas DIR RFO response. In the event that we are selected for the DIR contract, we will contact you regarding next steps in the subcontracting process.

Warm regards,
Constance



Constance Thomason, VP of Operations
Mobile: (303) 919-6582
Lucidity Consulting Group LP www.luciditycg.com
8605 Freeport Parkway, Suite 150
Irving, Texas 75063

From: "Cindy L. Boyd" <cboyd@sentigy.com>
Date: Tuesday, April 9, 2013 12:38 PM
To: Chris Gilmore <cgilmore@luciditycg.com>
Cc: "Kimber A. Baumann" <Kimber.Baumann@sentigy.com>
Subject: HUB Subcontracting Opportunity Notification

Chris,
Thanks so much for the opportunity to possibly work with you and your team on HUB subcontracting opportunities. Attached is our detailed pricing information as well as our HUB certification. I've also provided our capabilities information for you to review below.
Please let me know if you need any further information.
I look forward to hearing back from you soon,
Cindy



- Selection notice to CloudPoint Solutions

Wednesday, April 10, 2013 12:56:00 PM (Mountain Daylight Time)

Subject: Re: HUB Subcontracting Opportunity Notification
Date: Wednesday, April 10, 2013 2:53:15 PM (Mountain Daylight Time)
From: Constance Thomason
To: Karthik Angamuthu
CC: Chris Gilmore
Priority: High

Hello Karthik

Thank you for your response to our HUB Opportunity Notification.

We have selected CloudPoint Solutions for inclusion in our HSP Plan for our Texas DIR FOF response. In the event that we are selected for the DIR contract, we will contact you regarding next steps in the subcontracting process.

Warm regards,
Constance



Constance Thomason, VP of Operations
Mobile: (303) 919-6582
Lucidity Consulting Group LP www.luciditycg.com
8605 Freeport Parkway, Suite 150
Irving, Texas 75063

From: Karthik Angamuthu <karthik@thecloudpoint.com>
Date: Tuesday, April 9, 2013 5:27 AM
To: Chris Gilmore <cgilmore@luciditycg.com>
Subject: RE: HUB Subcontracting Opportunity Notification

Dear Chris,
It was nice speaking with you over the phone last week and thank you for the invitation as well. We are interested in working with your company. Pls find the details you requested below. Please let me know if you need any other information. Thank you and looking forward to working with you.

Point of contact details:
Karthik Angamuthu, 12021.0780, karthik@TheCloudPoint.com
Texas HUB identification number:
1273338028600

- Selection notice to ANR Consulting Group, Inc

Wednesday, April 10, 2013 3:06:10 PM Mountain Daylight Time

Subject: Re: HUB Subcontracting Opportunity Notification
Date: Wednesday, April 10, 2013 2:54:08 PM Mountain Daylight Time
From: Constance Thomason
To: Anita Gupta
CC: dinesh.gupta@anrcg.com, Chris Gilmore

Hello Anita

Thank you for your response to our HUB Opportunity Notification.

We have selected ANR for inclusion in our HSP Plan for our Texas DIR RFO response. In the event that we are selected for the DIR contract, we will contact you regarding next steps in the subcontracting process.

Warm regards,
Constance



Constance Thomason, VP of Operations
Mobile: (303) 196582
Lucidity Consulting Group P.O. Box 1000
8605 Creeport Parkway, Suite 150
Irving, Texas 75063

From: Anita Gupta <anita.gupta@anrcg.com>
Date: Wednesday, April 10, 2013 7:32 AM
To: Chris Gilmore <cgilmore@luciditycg.com>
Cc: "dinesh.gupta@anrcg.com" <dinesh.gupta@anrcg.com>
Subject: RE: HUB Subcontracting Opportunity Notification

Chris,

\$

Thank you for your email regarding HUB Vendor Invitation to partner with your company on DIR's Information Technology Staff Augmentation Contract (ITSAC) contract. We would be very glad to partner with you.

\$

A little bit about ANR Consulting Group, Inc. (ANR):

\$

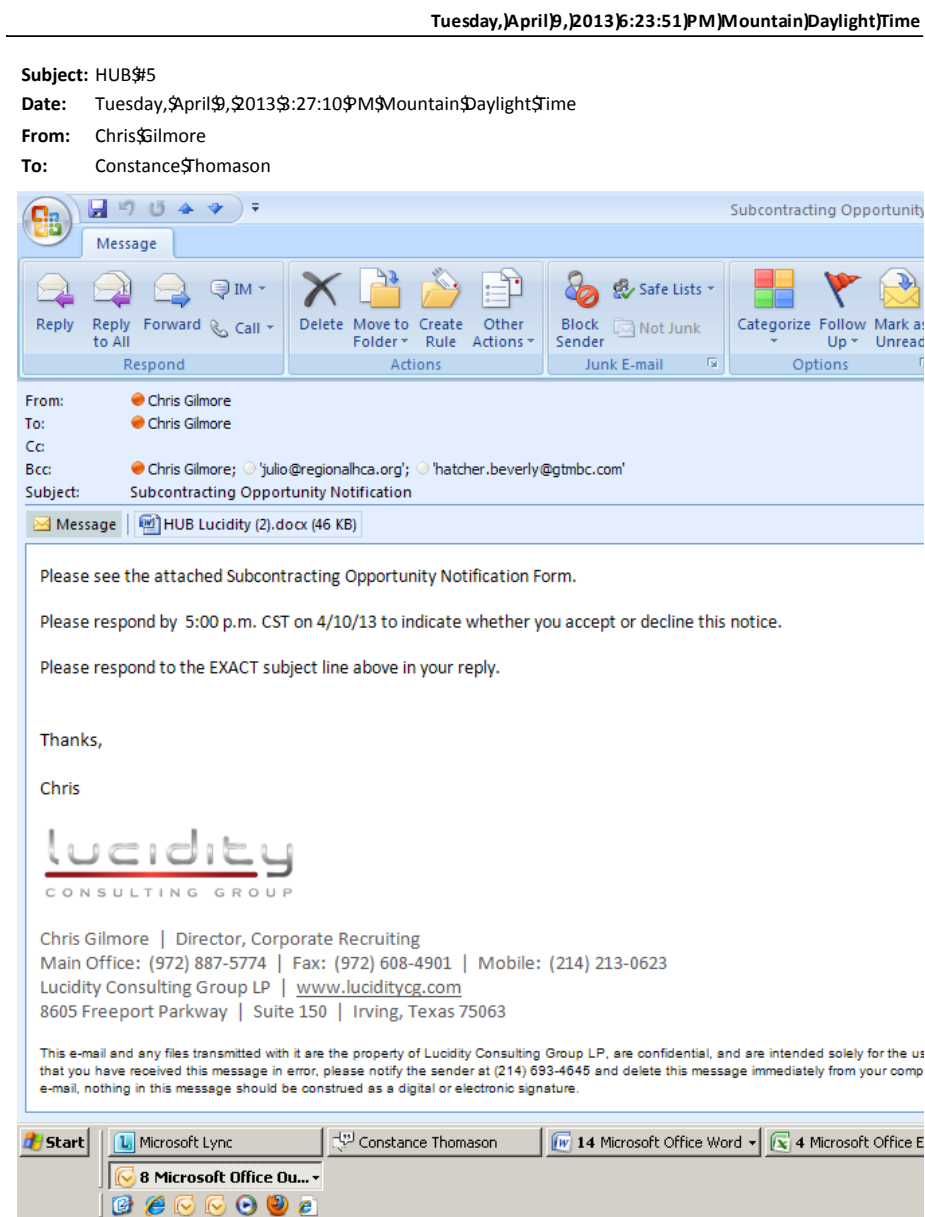
ANR is a minority owned and Texas HUB certified technology company specializing in providing IT Consulting and IT Staffing for private companies and government agencies. At ANR, we have years of experience in identifying the right candidates matching the technical as well as soft skill set that the client's job requirement demands. We follow a well defined process and perform due diligence to find the right resource. We strongly believe in developing close relationships with our clients and our consultants enabling us to find the right fit for both parties. We offer the following type of IT Staffing Services:

Contract/Consulting

Following is a copy of the HUB Opportunity Notification Communication that Lucidity sent to the following two Minority/Women Trade Organizations or Development Centers:

- Golden Triangle Minority Business Council
- Regional Hispanic Contractors Association (RHCA)

Neither organization responded.



\$
Thanks,

Lucidity Consulting Group LP

Proof of Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
4/9/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Swingle, Collins & Associates 13760 Noel Road, Suite 600 Dallas TX 75240		CONTACT NAME: Services PHONE (A/C, No, Ext): 972-387-3000 FAX (A/C, No): 972-387-3808 E-MAIL ADDRESS: services@swinglecollins.com	
INSURED Lucidity Consulting Group LP 8605 Freeport Parkway Suite 150 Irving TX 75063		INSURER(S) AFFORDING COVERAGE INSURER A: Federal Insurance Co INSURER B: Great Northern Ins Co INSURER C: Navigators Insurance Co INSURER D: INSURER E: INSURER F:	
6698		NAIC # 20281 20303 42307	

COVERAGES

CERTIFICATE NUMBER: 153561728

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Errors & Omission <input checked="" type="checkbox"/> E&O Claims Made GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC			35858149	8/13/2012	8/13/2013	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 E&O \$50,000 Ded. \$5,000,000
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			99470632	8/13/2012	8/13/2013	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$0			79853790	8/13/2012	8/13/2013	EACH OCCURRENCE \$4,000,000 AGGREGATE \$4,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	71720792	8/13/2012	8/13/2013	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
A C	BPP/EDP Spec FM w/Theft Excess E&O Liability			35858149 SF11MPL0011471C	8/13/2012 8/13/2012	8/13/2013 8/13/2013	Limit: \$750,000 \$2,000,000 xs Ded. \$1,000 \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER

CANCELLATION

Insured's Copy	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

© 1988-2010 ACORD CORPORATION. All rights reserved.

ACORD 25 (2010/05)

The ACORD name and logo are registered marks of ACORD